

JUSTIFICATION FOR SOLE SOURCE REQUEST

Date: 4-16-2010 Department/Division: PS/Eng Phone: 5291

Req. No.: _____ Contact: Bart Mejia

Description of Services/Item/Supply Requested: Light Structure Green Sports Lighting System

Recommended Vendor: Musco Lighting

Address: 4 Jenner, Ste 100, Irvine, CA 92618 Phone: 858-755-2697

Check reasons for sole source request:

1. Sole Source: No other items are known to exist which perform the same function. ☐
- Proprietary: The item is held under exclusive title, trademark or copyright by a private person or company; a proprietary distributorship would also apply. ☐
- Standardization: The City requires the item(s) to standardize parts, design, quality, etc. (explain in more detail below) ☒

2. Is the product or service available from other sources? Yes ☐ No ☒
- If YES, list names of vendors:

If NO, explain why the product/service is available from only one source:

Musco's product has unique values and features that other sports lighting systems do not offer. These include:

- ✓ Energy Efficiency: Lower kW consumption per fixture. Musco's 1500W fixture draws on average 1.564kW. Compared to other fixtures which draw 1.62kW. Musco's advanced technology in fixture optics and housing and their Smart Lamp technology have resulted in more light on the field, and reduced energy consumption per fixture. This equates to fewer fixtures, over prior technology, necessary in the lighting of a facility.
- ✓ Musco's 'Z' lamp is manufactured by Phillips per Musco's specifications. These lamps are available in 1000W and 1500W with an offset arc tube. The combination of the offset arc tube and the geared leveling mechanism, allows for increase lumen output and longer lamp life. Coupled with Musco's Smart Lamp technology, the lamps have a useful life of 5,000 hours, compared to 3000 hours for a standard metal halide fixture used by other manufacturers.
- ✓ Musco is the only known supplier of the Smart lamp technology. Through timed power adjustments, Smart Lamp allows a constant light guarantee. Light levels are guaranteed to be with +- 10% (per IESNA RP-601) through the 5000 hours of the lamp.
- ✓ Musco's revolutionary segmented reflector system, cast aluminum housing, "Z" lamp, and precise factory aiming per Musco engineers results in industry leading, superior spill and glare control for off field areas as well as spectators and players.
- ✓ Musco is the only sports lighting manufacturer that employs and trains field technicians to perform fine tune adjustments after installation to ensure maximum performance on-field and off-site. This is part of Musco's performance guarantee that ensures all photometrics and components of the system meet the customer's specifications.
- ✓ Musco's warranty is for 25 years and covers all parts and labor, as well as 2 group relamps, spot lamp outages, and guarantees the specified constant light levels and performance for the entire life of the system, for 25 years. The warranty is backed by Musco's in-house Field Service Department/staff.
- ✓ Musco's product is manufactured and shipped direct from the factory. Musco's lead time for manufacturing and delivery is 4-6 weeks.

3. Can your requirements be modified so that competitive products or services may be used?

Yes

☒ No

Please explain:

- ✓ The existing electrical infrastructure has been designed utilizing Musco's Green product, which utilizes less kW consumption per fixture and uses fewer fixtures than other manufacturers. The additional fixtures required by other manufacturers to achieve the same lighting performance standards may result in overloading of the electrical system.
- ✓ The lighting performance standards currently specified should not be modified for playability and safety reasons.

4. How does recommended vendor's prices or fees compare to the general market?

Musco's pricing and product comes direct from the factory. When purchased directly, no sales commissions, contractor or wholesaler mark-ups or contract/agency fees are applied. Musco will ensure the pricing is fair and competitive in the market based on the values and features offered. Musco has also provided a 10% discount on this purchase.

Department/Division: _____

Department/Division Head Signature: _____ Date: _____

Purchasing Supervisor: _____ Date: _____

Purchasing Agent's Signature: _____ Date: _____

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